

Message Text

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ACTION PM-07

INFO OCT-01 AF-05 ISO-00 IGA-02 MC-02 EB-05 AID-07 CIAE-00

INR-10 NSAE-00 RSC-01 DRC-01 /041 W

----- 078361

R 180830Z MAY 74

FM AMEMBASSY ACCRA

TO SECSTATE WASHDC 3586

INFO SECDEF WASHDC//ISA-DSAA

DA WASHDC//DALO-ILS

CDR AMC ALEX VA/AMCIL-MS-4

USCINCERUR VAIHINGEN GER//ECJ7-PS

RUEKJRSEEDIA WASHDC//AA-8

CDR USAILC NEWCUMBERLAND PA//AMXIT-

CDRTACOM WARREN MI//AMSTA-FLM

C O N F I D E N T I A L ACCRA 2714

EO 11652 GDS

TAGS: MASS, PFOR, MARR, GH, MOPS, US, SF

SUB: FOREIGN MILITARY SALES CASES DA-GHANA UAJ AND UAK, PROBLEMS

REFS: A. SECSTATE 240475 DTG DSZEEZ DEC 73 (NOTAL)

B. USDAO ACCRA 0068 DTG 281034Z MAR 74 (NOTAL)

C. USDAO ACCRA 0074 DTG 030935Z APR 74 (NOTAL)

D. CDR AMC MSG DTG 052051Z APR 74 (NOTAL)

E. CDR AMC MSG DTG 132032Z MAY 74 (NOTAL)

1. (U) A. REFERENCE A WAS RESPONSE TO GOMT OF GHANA QUERY ON AVAILABILITY OF EQUIPMENT FOR REPLACEMENT OF STOCKS USED FOR GHANAIAAN UNEF CONTINGENT. IT STATED "ALL ITEMS LISTED ABOVE ARE PRESENTLY AVAILABLE IN US INVENTORY AND WE WOULD BE WILLING UNDERTAKE EFFORTS TO EXPEDITE DELIVERY SHOULD GOG DECIDE TO MAKE CASH PURCHASE."

B. REFERENCES B AND C QUERIED STAU OF CASES, INDICATING ITEMS URGENTLY NEEDED AND REQUESTED ASSISTANCE IN EXPEDITING SUPPLY ACTION.

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C. REFERENCE D REPORTS THAT VEHICLES, CASE UAJ ARE "FROM

NEW PROCUREMENT WITH A SEVEN MONTH LEAD TIME."

D. REFERENCE E REPO

TS THAT IN ACCORDANCE WITH TERMS AGREED
UPON BY GOVT OF GHANA REPRESENTATIVE IN WASHINGTON, FULL PAYMENT
FOR VEHICLE CASE UAJ IS DUE 13 JUN 74 (SEVERAL MONTHS BEFORE
POSSIBLE DELIVERY DATE). ALSO CASE UAK REQUIRES CASH IN ADVANCE
AND SUPPLY ACTION WILL NOT BE INITIATED UNTIL RECEIPT OF PAYMENT.

2. (C) ON BASIS OF REFERENCE A, GOVT OF GHANA AGREED TO CASH
SALE, BOTH CASES, ANTICIPATING PROMPT SHIPMENT FROM AVAILABLE
INVENTORY (EMBASSY ACCRA ANTICIPATED SAME). MINISTRY OF DEFENCE
IS CLEARLY UPSET OVER DELAY IN SHIPMENT OF
VEHICLES WHICH THEY
INTENDED TO QUICKLY REPLACE EQUIPMENT USED FOR UNEF. THEY VIEW
RESPONSE AS LACK OF FAITH AND FEEL DELAY JEOPARDIZES NRC RELATION-
SHIP WITH MILITARY FORCES. THEY AGREED TO PAY CASH, BUT APPARENTLY
MISUNDERSTANDING RESULTED BETWEEN GOVT OF GHANA AND U.S.
ON TERMS AND AVAIL-
ABILITY OF EQUIPMENT. GHANAIAN AMBASSADOR
AMONOO AND MINISTRY
OF DEFENCE OFFICIALS DID NOT READ THE FINE
PRINT. AMONOO ALSO ADVISED GOG THAT THE VEHICLES WERE
AVAILABLE AND WOULD BE SHIPPED IN FEB 74, WITHIN A WEEK OR TWO
OF SIGNING THE AGREEMENT. MINISTRY OF DEFENCE
REITERATED THAT THEY
WILLING PAY CASH, BUT THEY REQUIRE ORIGINAL BILL OF LADING
(ADVANCE COPY) FOR PRESENTATION TO BANK OF GHANA FOR RE-
LEASE OF FOREIGN
EXCHANGE. THEY HAVE INSTRUCTED THEIR AMBASSADOR
TO ASSURE USG THAT PROMPT

PAYMENT PAYMENT WILL
BE MADE ON RECEIPT OF NECESSARY PAPERS. BUT, THEY WANT THE
VEHICLES AND EQUIPMENT NOW AND NEITHER
UNDERSTAND NOR APPRECIATE
OUR REQUEST FOR IMMEDIATE PAYMENT, IF EQUIPMENT IS NOT AV-
AILABLE.

3. (C) FYI: GOG EXPECTS SHIPMENT OF ABOUT 70 LANDROVERS FROM UK
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IN AUG-SEP TIME FRAME. THEY ALSO HAVE ASSURANCE OF A LONG TERM

CREDIT ON A FIVE YEAR PROCUREMENT PACKAGE WITH FIAT, ITALY.
THEY FEEL OUR TERMS AND DELIVERY SCHEDULE
WERE INADEQUATE TO THEIR
NEEDS AND UNNECESSARILY DEMANDING. THEY DON'T WANT THE VE-
HICLES IN 1975. CERTAINLY, WHAT STARTED
AS A POSITIVE RESPONSE

TO A REQUEST FOR ASSISTANCE HAS TURNED INTO A MAJOR SOURCE
OF FRICTION IN OUR RELATIONSHIPS.

4. (C) CAN VEHICLES AND OTHER EQUIPMENT DELIVERY
BE EXPEDITED
IN EARLIER TIME FRAME? IF SO, BELIEVE GOG WOULD MAKE PAYMENT ON
PRESENTATION
OF DIPLOMATIC NOTE. BUT, ALSO BELIEVE THET GOG
IS SERIOUSLY CONSIDERING

CANCELLING ORDER. IF THEY DO SO, IT IS TO
OUR BEST ADVANTAGE TO GRACEFULLY ACCEPT CANCELLATION.

5. (U) REQUEST DEPARTMENT ADVICE.
HANSON

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